

## Business Development Director (Remote)

Are you a **dynamic, relationship-driven professional** with a passion for **connecting people, developing partnerships, and expanding business opportunities**? Do you thrive in an **outreach-focused role**, where you can use your networking skills to **build strong relationships with nursing homes, hospitals, financial professionals, and other key referral sources**? If so, we'd love to meet you!

At Elderly Care Law Firm, we are dedicated to **helping families, seniors, and veterans navigate the complexities of estate planning, Medicaid planning, probate, and veteran's benefits**. We understand that the right **community partnerships** allow us to serve more families in need, and we are looking for a **Business Development Director** to take our outreach efforts to the next level.

This is a **remote position**, but the right candidate must be willing to **travel throughout Florida to develop relationships, attend networking events, and build strong connections** with referral partners.

### The Right Person Will Align with Our Core Values:

- **Positivity** – Bringing energy and enthusiasm to building lasting relationships.
- **Dependability** – Following through with partners and ensuring commitments are met.
- **Initiative** – Taking ownership of business development and identifying new opportunities.
- **Attentive Communication** – Understanding the needs of referral sources and ensuring they feel valued.
- **Service-Mindedness** – Always looking for ways to connect and **add value to our community**.

### What You'll Be Doing:

- **Developing & Strengthening Referral Partnerships** – Build and maintain relationships with **nursing homes, hospitals, assisted living facilities, financial planners, social workers, case managers, and other key professionals** to generate business for the firm.
- **Expanding Our Presence in the Community** – Actively represent the firm at **networking events, professional conferences, and business development meetings** throughout Florida.
- **Creating & Implementing Growth Strategies** – Identify new business opportunities, develop strategic partnerships, and **build a strong referral network**.

- **Educating & Promoting Our Services** – Conduct **presentations, in-person visits, and virtual meetings** to educate professionals about our firm’s **elder law services** and how we can help their patients and clients.
- **Tracking & Managing Business Development Activities** – Maintain a record of contacts, meetings, and referral sources using a CRM or case management system.
- **Collaborating with the Firm’s Leadership** – Work closely with attorneys, marketing staff, and firm leadership to align business development strategies with the firm’s overall growth goals.

### Who You Are:

- **A Proven Business Development Professional** – You have experience **successfully building relationships and developing business opportunities** in **healthcare, legal, financial, or senior services industries**.
- **Well-Connected in the Community** – You already have **established relationships with nursing homes, hospitals, elder care professionals, or financial advisors**, or you have the skills to **build and nurture these relationships quickly**.
- **A Strong Communicator & Relationship Builder** – You have a **warm, persuasive, and professional communication style**, making people **trust and respect you**.
- **Highly Organized & Goal-Oriented** – You can **manage multiple partnerships, track outreach efforts, and ensure follow-ups are handled efficiently**.
- **A Self-Starter Who Thrives on Initiative** – You are **comfortable working independently** and know how to **create and execute a business development plan**.
- **Passionate About Serving Seniors & Families** – You believe in our firm’s mission and want to **help families get the legal services they need**.
- **Willing & Excited to Travel** – You are comfortable with **frequent travel throughout Florida** to meet referral partners, attend industry events, and strengthen our community connections.

### Why Join Elderly Care Law Firm?

At Elderly Care Law Firm, we know that **building strong relationships is key to our success**. When you join us, you will enjoy:

- **Remote Work Flexibility** – Work from anywhere in Florida while traveling to **develop key relationships**.
- **Meaningful, Impactful Work** – Help **seniors, veterans, and families** connect with the legal services they need.
- **A Supportive & Positive Team Culture** – Work with a **team that values relationships, professionalism, and service**.

- **Competitive Compensation + Performance-Based Incentives** – Your hard work and success in building partnerships will be **recognized and rewarded**.
- **Comprehensive Benefits Package** – Including **health, dental, and vision insurance, a 401(k) with employer match, and generous paid time off**.
- **Opportunities for Growth & Development** – We provide **training, mentorship, and leadership opportunities** for business development professionals.

**How to Apply:**

If you are a **motivated, well-connected, and results-driven business development professional** who thrives on **building relationships and expanding opportunities**, we would love to hear from you!

We can't wait to welcome the right person to our team!